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# Example of Inside Sales Specialist Job Description

Our innovative and growing company is looking for an inside sales specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for inside sales specialist

* Provide support to and work as a team with external Pharmaceutical Business Development
* Work with the Pricing Group to generate quotations
* Enter opportunity information into the CRM software
* Support local Territory Manager as needed to meet the goals and objectives of Trane Residential Systems and its customers
* Resolve delivery, billing, and warranty claim issues
* Maintain pricing policy
* Provide interface on credit and collection issues and NDC regarding orders, warehouse, and delivery
* Manage DSO account list and dealer account information
* Travel with other company sales personnel to client meetings as required
* Completes paper work

## Qualifications for inside sales specialist

* Experience in direct sales/inside sales/lead generation
* Unquestioned integrity and personal ethics
* Project management, customer service, or sales experience
* Pharmaceutical laboratory experience
* Of specialization
* Experience with counter sales preferred